



## Income Opportunity Compensation Plan

This document outlines one of – possibly *the* – best compensation program in the industry. With the success of *The pH Miracle*, InnerLight & SuperGreens are now a cultural phenomenon – and **you** stand to profit, by just sharing the news with your family and friends...

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### Table of Contents

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Introduction . . . . .	Page 1
Terms . . . . .	Page 2
Plan Your Work..Work Your Plan . . . . .	Page 5
InnerLight Compensation Plan – The Two Team Approach . . . . .	Page 6
Management Levels . . . . .	Page 9
Management Pay . . . . .	Page 11
QuickStart Bonus . . . . .	Page 13
Preferred Customer Program . . . . .	Page 13
Rules and Qualifications . . . . .	Page 14



## InnerLight Inc. Compensation Plan

The InnerLight Compensation Plan has been developed by InnerLight Inc. in such a manner as to allow you to develop your business in accordance with your personal goals and individual strengths. In order for you to maximize your opportunities, it is important to understand the changes taking place in the Global Economy.

The InnerLight Compensation Plan has been designed to take advantage of these changes and to successfully position you in one of the fastest growing industries in the world today, Network Marketing.

Deregulation is one of the forces of change sweeping through airlines, telecommunications, utilities, health care and a variety of other industries. The maturing of the "Baby Boomers" and deregulation will create opportunities for great wealth. 80 million "Baby Boomers" are driving consumption patterns as manufacturers and retailers cater to their desires. The burgeoning field of Longevity/Wellness and Health will be the next industries to benefit from the immense buying power of this expansive segment of the population.

The manners in which companies develop their business and the rules of competition have changed. The companies that will survive and ultimately succeed in these newly deregulated environments will be the ones that can best understand and take advantage of opportunities that arise from these changes.

Companies are being forced to reshape their thinking to meet new challenges. In some industries, the change from operating in a regulated environment to conducting business in a free market is a paradigm shift that has a cultural impact on any organization involved in this process.

Change is not a logical, linear, intellectual process. It operates on various emotional and interpersonal dimensions that are essential to mastering change. In an environment of rapid change and intense competition, companies are forced to increase their peripheral vision and develop the ability to anticipate future changes.

The InnerLight Compensation Plan provides Independent Representatives a dynamic, competitive solution centered in and around the opportunity to gain market share through relationship selling.

Relationship marketing is the most powerful selling vehicle available in today's market place. The ability of an individual to position him/herself in an industry, receive the necessary training to succeed and duplicate themselves by teaching others to succeed, fosters a strong partnership relationship that ensures a vested interest in each other's success.

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In an effort to fully understand the details of the Compensation Plan, the Independent Representative Agreement and the Policies and Procedures, it is important that you take a few minutes to review the following terms.

## TERMS

**ACTIVE:** An Independent Representative that maintains Qualification for commission pay under the Qualification Rules.

**AREA DIRECTOR (AD):** An Area Director is an SMR that has personally enrolled at least two Independent Representatives at the SMR level. An AD is eligible for increased Leadership Pay.

**A TEAM:** The team that begins with the personally sponsored Independent Representative placed on the left side of your Business Center.

**AUTOSHIP PROGRAM:** The Company offers a program for Sales Associates and Preferred Customers that choose to receive products on a regularly scheduled monthly basis.

**B TEAM:** The team that begins with the personally sponsored Independent Representative placed on the right side of your Business Center.

**COMMISSIONABLE VOLUME:** The actual price of a product may differ from the sales credit that accumulates for Personal Volume (PV) and Group Volume (GV). The amount that qualifies for PV and GV is commissionable volume.

**COMMISSION WEEK:** The commission cycle for accumulating Group Volume (GV) to calculate your weekly commission pay is from Tuesday at 12:01 AM to Monday at Midnight.

**COMMISSION PAY:** Commission pay is calculated daily and paid weekly. It is equal to 10% of your weaker team's Group Volume each day up to \$5000.00 per day, Saturday, Sunday, and Monday are considered one day.

**COMPANY:** The term "Company" means InnerLight Inc.

**DOWNLINE:** A Downline begins with the two Independent Representatives personally sponsored by you. In the InnerLight Compensation Plan, you can only personally sponsor two Independent Representatives.

**EARNINGS:** Earnings refer to any and all income received by Independent Representatives from their Company business.

**ENROLLER:** An Enroller is an Independent Representative that signs up a new Independent Representative. They may or may not be the new Independent Representative's Sponsor. The Enroller may place the new Independent Representative anywhere in their organization as long as the newly enrolled Independent Representative agrees. There is no limit to the number of Independent Representatives you can enroll.

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**GROUP VOLUME (GV):** GV is the total commissionable volume of products sold by an Independent Representative and his/her Team of Downline Independent Representatives to retail customers in the given commission cycle. Payment of commission for GV accumulated by an Independent Representative is subject to the Qualification Rules of the Company.

**INDEPENDENT REPRESENTATIVE (IR):** An IR is a person or legal entity who has signed and submitted an Independent Representative Agreement that has been accepted by the Company, entitling the IR to purchase Company products at cost and resell them to retail customers for a profit and to participate in the Company Compensation Plan.

**INDEPENDENT REPRESENTATIVE AGREEMENT:** The IR Agreement is a binding contract, which each IR must enter into with the Company, which is binding only when accepted by the Company. The Agreement, together with the Company Policies and Procedures and this Company Compensation Plan, detail the complete rights and obligations of each IR.

**LEADERSHIP PAY:** Leadership Pay is 1% to 2% of the GV generated by the Stronger Team's Group Volume, up to an amount that equals the volume paid on the weak team up to \$5000.00 per day.

**LEG:** Leg (called Team) is a part of your downline and begins your personally sponsored Independent Representatives. You are able to develop two Teams (legs) with the InnerLight Compensation Plan.

**LONG TERM RESIDUAL INCOME (LTRI):** LTRI is commission income that is acquired through the sale of products that are used by a consumer and paid for on a scheduled basis. All Independent Representatives must be qualified in order to receive this income.

**MARKETING REPRESENTATIVE (MR):** The MR position is an optional position elected by a Sales Associate. An MR is allowed to buy wholesale and sell retail and is eligible to purchase a website to market his/her business. An MR is also eligible to earn commission based on the sales of the Company products that generate PV and GV in the MR's weaker team.

**MANAGEMENT PAY:** Management Pay is paid at the Regional Director and National Director levels. At InnerLight, we recognize the effort put forth in training and supporting personally enrolled Independent Representatives. We reward that effort by paying Regional and National Directors 50% to 100% of the Commission and Leadership Pay earned by their personally enrolled Independent Representatives. Management Pay is paid at an amount equal to commission and leadership pay earned by the enrolling Independent Representative. Qualification requirements must be met to receive Management Pay.

**NATIONAL DIRECTOR (ND):** An ND is an SMR who has personally enrolled at least eight SMR's four of which are qualified Regional Directors. A qualified ND receives 100% Management Pay on every personally enrolled Independent Representative. Qualification requirements must be met to receive Management Pay

**PERSONAL VOLUME (PV):** Personal Volume is the commissionable volume of products sold or purchased by a InnerLight Independent Representative. Personal Volume can be accumulated when an Independent Representative purchases product, autoships products, or sells product. PV is also accumulated when an Independent Representative's customers order directly from the Company or online.

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**PREFERRED CUSTOMER (PC):** A PC is anyone who completes a preferred Customer Agreement form, which is accepted by the Company. They will receive the privileges afforded a Preferred Customer.

**PREFERRED CUSTOMER PRICE (PCP):** The PCP is discounted 10% off the retail price.

**QUALIFIED INDEPENDENT REPRESENTATIVE:** A Qualified Independent Representative is one that complies with the requirements for the respective position that he/she has reached in accordance with the Company Compensation Plan.

**QUALIFICATION RULES:** The Qualification Rules are the requirements an Independent Representative must meet in order to receive Commission Pay, Leadership Pay, and Management Pay.

**REGIONAL DIRECTOR (RD):** An RD is an SMR who has personally enrolled four SMR's two of which are Area Directors. A qualified RD receives 50% Management Pay on the Commission and Leadership Pay of his/her personally enrolled Independent Representatives.

**RETAIL PRICE:** This is the suggested price at which an Independent Representative can sell Company products.

**RETAIL COMMISSIONS:** Retail Commissions are the difference between the wholesale price and the Retail price. When an Independent Representative's customer orders directly from the Company or online the Company sends the Retail Commissions to the Independent Representative on a weekly basis.

**SALES ASSOCIATE:** The SA position is the standard entry-level position and allows an individual or entity to sell all of the products and/or services that the Company markets. An SA is entitled to buy wholesale and sell retail and is eligible to purchase a website to market his/her business.

**SENIOR MARKETING REPRESENTATIVE (SMR):** The SMR position is an optional position in the Company that allows him/her to sell all of the products that the Company markets, In addition, the SMR is eligible to earn Commission Pay through the sale of Company products by Independent Representatives positioned in their downline.

**SPONSOR:** Your Sponsor is the Independent Representative that you are placed directly underneath on their A or B Team.

**STRONG TEAM:** The Team (Either A or B) that accumulates the most Group Volume each day.

**UPLINE:** Beginning with the Sponsor of an Independent Representative and continuing up through any number of levels is considered an Independent Representative's Upline.

**WEAK TEAM:** The Team (Either A or B) that accumulates the least Group Volume each day.

**WHOLESALE COSTS:** This is the price that a Qualified Independent Representative pays the Company for products.

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## Plan Your Work... Work Your Plan!

### Plan Your Work... Work Your Plan!

Believe it or not, the biggest word in networking is work. There are no shortcuts to building a successful business. What you have to determine is what you want to accomplish and what you are willing to do to see that those goals are met.

One thing we have learned is that the development of an organization in the industry is more a science than it is an art. If you follow the guidelines that we have laid out for you in the goal setting portion of this plan, determine what your personal goals are and follow the step by step road map that we have developed for you in our training program, you will greatly enhance the degree of success you will have in developing your business.

Remember, you are in business for yourself... but not by yourself. Make it a point to get to know the people in your Upline and others in the organization, all of whom are more than willing to help you with your business. Most of all, work closely with your Sponsor, who can help you reduce your learning curve and enhance your opportunity.

### First Things First...

Start your Company business by filling out an Independent Representative Agreement with your Sponsor. Make sure that you take the time to “do it right the first time.” This will save us all potential problems along the way.

### Dig The Foundation...

Determine the appropriate position that will maximize the Company opportunity for you. Establish your entry level. The Company has made a variety of initial packages available to allow each IR to satisfy the individual manner in which they would like to develop their business.

### Prepare The Mortar...

Qualify your starting position of Sales Associate, Marketing Representative and execute a Business Development/Auto-Ship Agreement.

### Lay The Blocks...

Now it is time to review your goals. Determine how and with whom you want to build your organization. Begin developing your customer base and continue making sales until you reach the goals that you have established for yourself.

### Work With Your Team...

As you begin to understand all of the nuances of the InnerLight Compensation Plan and develop your product knowledge, you can assist other IR's in your organization to become successful. Remember their success is your success!

**Let's get started...**

**And Welcome to the InnerLight family.**

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It is in the spirit of this partnership-type relationship that we have developed the most comprehensive, state of the art, competitive Compensation Plan available in the network marketing industry.

## **InnerLight Compensation Plan The Two Team Approach**

The InnerLight Compensation Plan was created for the average person, as well as the seasoned network marketing professional, regardless of education, experience, age or gender. The simplicity, fairness and generosity of the plan creates an opportunity through which anyone can create the income they desire. We have combined the benefits of low monthly maintenance, no level restrictions, no inventory requirements, affordable startup, weekly payout and a powerful Management Pay Program that will change the way fortunes are built in the network marketing industry. The simple, yet lucrative, Management Pay Program is designed to provide substantial financial rewards for those who help others achieve their financial goals and dreams!

### **STARTING POSITIONS**

There are three ways to get involved initially in the InnerLight opportunity. Each position determines the level of commitment you choose to make and the income potential that will enable you to reach your personal and business goals.

### **SALES ASSOCIATE (SA)**

The SA position is the standard entry-level position and allows an individual or entity to sell all of the products and/or services that the Company markets. An SA is entitled to buy wholesale and sell retail and is eligible to purchase a website to market his/her business. An SA must purchase a business kit (not required in some states), which includes a copy of the Company's Policies and Procedures, Compensation Plan, an assortment of sales aids and information about our products and services. There is no monthly maintenance requirement for a Sales Associate.

### **MARKETING REPRESENTATIVE (MR)**

The MR position is an optional position elected by a Sales Associate. An MR is allowed to buy wholesale and sell retail and is eligible to purchase a website to market his/her business. An MR is also eligible to earn commissions based on the sales of the Company products that generate Personal Volume (PV) and Group Volume (GV) in the MR's weaker team. The commission at the MR level is 10% of the Group Volume (GV) generated by the weaker team, calculated daily and paid weekly up to \$5000.00 per day.

To become an MR you are required to make a one time purchase/sale of \$100.00 and purchase a business kit (not required in some states). This may be done at the time of application, or as a Sales Associate to Marketing Representative upgrade or through a monthly autoship enrollment. When the requirements are met, the promotion will take place automatically.

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In order to qualify for the earned commissions, an MR must maintain personal volume of \$100.00 per month (if enrolled in the autoship program) or \$150.00 per month if maintained through other means. The \$150.00 qualification requirement may be accumulated through purchases you and/or your customers make online, by calling the Company's order department, faxing and/or mailing in a product order form.

### SENIOR MARKETING REPRESENTATIVE (SMR)

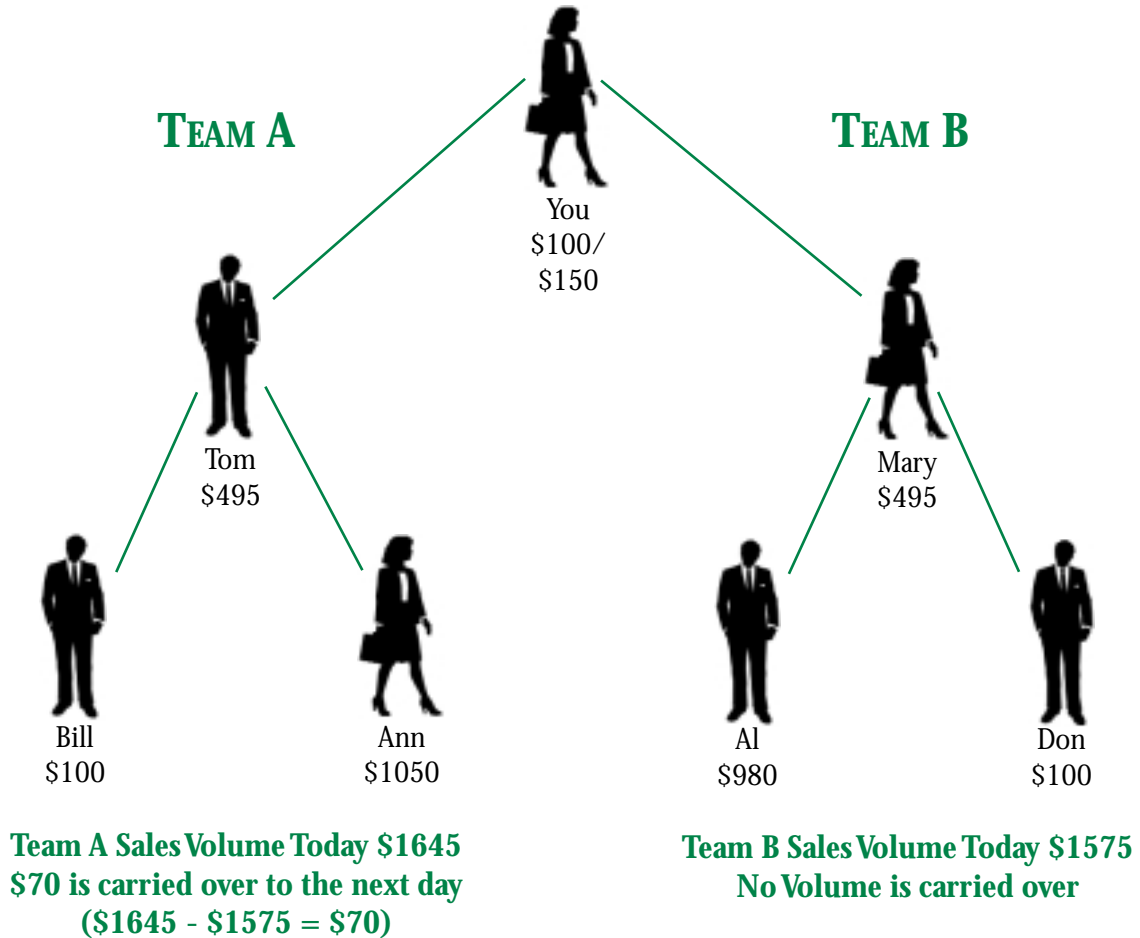
The SMR position is an optional position elected by a Sales Associate or a Marketing Representative. An SMR is allowed to buy wholesale and sell retail and eligible to purchase a website to market his/her business. An SMR is eligible to earn commissions based on the sales of the Company products that generate PV and GV in the SMR's weaker team. The commission at the SMR level is 10% of the Group Volume (GV) generated by the weaker team, calculated daily and paid weekly up to \$5000.00 per day. In addition, the SMR is paid Leadership Pay, which is 1% of the stronger team's volume, up to an amount that equals the volume paid on the weak team. More plainly stated, the Leadership Pay equals a 10% raise in commission pay. The commission is calculated daily and paid weekly.

To become an SMR you are required to make a onetime purchase/sale of \$200.00 and purchase a business kit (not required in some states). This may be done at the time of application or anytime thereafter; you may also be promoted to the SMR level through a monthly autoship enrollment for three consecutive months. You are not able to achieve the title and privileges of SMR through sporadic purchases or sales that accumulate \$200.00 in Personal Volume (PV). It must be a one-time purchase (at any time) or through the autoship program. When the requirements are met, the promotion will take place automatically.

In order to qualify for the earned commissions, an SMR must maintain personal volume of \$100.00 per month (if enrolled in the autoship program) or \$150.00 per month if maintained through other means. The \$150.00 qualification requirement may be accumulated through purchases you and/or your customers make online, by calling the Company's order department, faxing and/or mailing in a product order form.

	SALES ASSOCIATE	MARKETING REPRESENTATIVE	SENIOR MARKETING REPRESENTATIVE	SALES KIT INCLUDES THE FOLLOWING:
PERSONAL VOLUME	\$0	\$100	\$200	Policies and Procedures Compensation Plan Marketing Materials Samples
SALES KIT	\$34.95	\$34.95	\$34.95	
WEBSITE AVAILABLE	YES	YES	YES	
SHOPPING CART AVAILABLE	YES	YES	YES	
MONTHLY REQUIREMENT FOR COMMISSIONS	NONE	\$100(Autoship) \$150 (Other)	\$100 (Autoship) \$150 (Other)	

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**MARKETING REPRESENTATIVE**  
**Commission pay today as an MR = \$157.50**  
**(10% of \$1575 Weak Team Volume)**

**SENIOR MARKETING REPRESENTATIVE**  
**Commission pay today as an SMR = \$157.50**  
**(10% of \$1575 Weak Team Volume)**  
**PLUS**  
**Leadership pay today = \$15.75**  
**(1% of matching volume on strong team)**

After you (MR and SMR) are paid on the volume of your weaker team, an equal corresponding amount of volume is deducted from your stronger team, with the balance carried forward to the next day. The process will automatically continue until one or both teams have daily sales volume of \$5000.00 or more. This is referred to as "maximum pay out". Once \$5,000.00 or more is attained in a single day, your commission pay is maximized at \$500.00 per day and there is no carry over on either team. If you have been promoted to the title of SMR, then your maximum daily commission pay would be \$500.00 on your weaker team's volume and \$50.00 leadership pay on your strong team's volume.

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## Management Levels

Once you have set your goals and attained the entry-level title you desire, your next step would be promotion to Management.

The Company Compensation Plan has been developed in such a manner as to allow each individual to develop their business in accordance with their personal goals and individual strengths. You can derive income from your own efforts through personal sales and, additionally, through the efforts of other individuals in your organization by training and teaching them the methods necessary to develop a successful business for themselves. The Plan has been designed to compensate the individual Independent Representative in immediate income opportunities and through residual income by training and teaching others to become successful. Whichever direction you take, the rewards can be significant.

There are three levels of management, Area Director, Regional Director and National Director. As an SA, MR or SMR, the Plan enables you to earn commission pay (and SMR Leadership Pay) whether or not you have personally enrolled anyone as a InnerLight Independent Representative. Once you become a product of the product and start sharing it with others, you may begin to personally enroll new Independent Representatives into the InnerLight Opportunity, which will enable you to be promoted to Management.

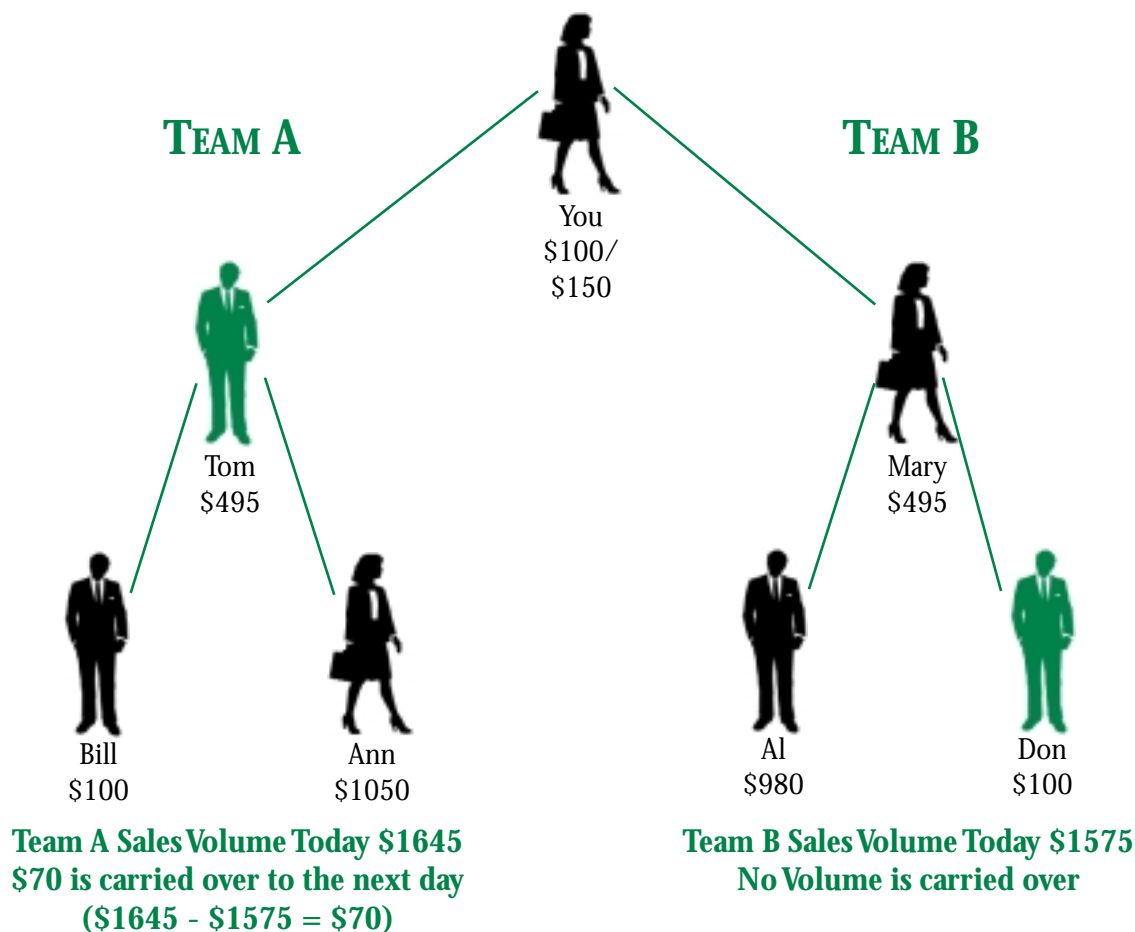
### AREA DIRECTOR (AD)

An Area Director is a qualified SMR who has personally enrolled at least two qualified SMR's, one must be placed on the A team and one must be placed on the B team. These SMR's can enter the Company as an as SMR, or be promoted through three consecutive months of enrollment in the Autoship program. Once their promotion is attained, you will be promoted to Area Director.

An Area Director earns Commission Pay of 10% of the volume generated by the weaker team, calculated daily and paid weekly up to \$5000.00 per day. In addition, the AD is paid Leadership Pay of 2% of the stronger team's volume, up to an amount that equals the volume paid on the weak team. More plainly stated, the Leadership Pay equals a 20% raise in Commission Pay. The commission is calculated daily and paid weekly up to \$5000.00 per day.

In order to qualify for the earned commissions, An AD must maintain personal volume of \$100.00 per month (if enrolled in the autoship program) or \$150.00 per month if maintained through other means. The \$150.00 Qualification Requirement may be accumulated through purchases you and/or your customers make online, by calling the Company's order department, faxing and/or mailing in a product order form.

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**AREA DIRECTOR**

**Commission pay today as an AD = \$157.50**  
**(10% of \$1575 Weak Team Volume)**

**PLUS**

**Leadership pay today = \$31.50**  
**(2% of matching volume on strong team)**

Tom and Don (indicated in green) are personally enrolled by the Area Director (you) in the diagram. Your personally enrolled SMR's may be on any level for you to qualify as an AD as long as both teams have at least one personally enrolled SMR.

As an Area Director, once \$5000.00 or more Group Volume is attained in a single day on your weaker team, your commission pay is maximized at \$500.00 per day, your Leadership Pay maximizes at \$100.00 per day (total \$600.00 per day), and there is no carry over on either team

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## Management Pay

The most exciting aspect of the InnerLight Compensation Plan is the Management Pay opportunity. As a Regional or National Director, you can earn 50% to 100% of the commissions earned by all personally enrolled and Qualified Independent Representatives in your sales organization. This exciting feature of the Plan provides powerful motivation for every Independent Representative to train, mentor and support his/her personally enrolled Independent Representatives and help them succeed. Their success is your success! Literally!

There is no limit to the number of personally enrolled Independent Representatives with whom you can work regardless of their location in your organization. This means you can earn Management Pay on your A team and B team on any level.

### REGIONAL DIRECTOR (RD)

A Regional Director is an SMR who has four (or more) personally enrolled qualified SMR's and two of the SMR's have been promoted to Area Director. In other words, you must have two personally enrolled qualified SMR's and two personally enrolled qualified AD's. Because, at InnerLight, we understand the commitment it takes to help your personally enrolled Independent Representatives reach these levels, we pay you a management Pay equal to 50% of the Commission Pay and Leadership Pay, of every Independent Representative that you have personally enrolled.

A Regional Director earns 10% of the volume generated by his/her weaker team. Also, the Regional Director is paid Leadership Pay, which is 2% of the stronger team's volume, up to an amount that equals the volume paid on the weak team. In addition, the Regional Director earns 50% of the Commission Pay and Leadership Pay of every Independent Representative he/she has personally enrolled.

In order to qualify for the Management Pay, the Regional Manager must maintain \$150.00 per month in Personal Volume (PV) and it must be acquired through the Autoship program.

(Both teams must have at least one personally enrolled qualified SMR to qualify as a Regional Director. More plainly stated, although you are required to have four personally enrolled qualified SMR's they cannot all be on one team. Both teams must have at least one.)

### NATIONAL DIRECTOR (ND)

A National Director is an SMR who has eight (or more) personally enrolled qualified SMR's and four of the SMR's have been promoted to Regional Director. In other words, you must have four personally enrolled qualified SMR's and four personally enrolled qualified Regional Directors. Because, at InnerLight, we understand the commitment it takes to help your personally enrolled Independent Representatives reach these levels, we pay you a Management Pay equal to 100% of the Commission Pay and Leadership Pay, of every Independent Representative that you have personally enrolled.

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A National Director earns 10% of the volume generated by his/her weaker team. Also, the ND is paid Leadership Pay, which is 2% of the stronger team's volume, up to an amount that equals the volume paid on the weak team. In addition, the ND earns 100% of the Commission Pay and Leadership Pay of every qualified Independent Representative he/she has personally enrolled with no limit to the number this might reach.

In order to qualify for the Management Pay, the National Director must maintain at least \$200.00 Personal Volume (PV) per month, and it must be acquired through the Autoship Program.

(Both teams must have at least one personally enrolled qualified SMR to qualify as a National Director. More plainly stated, although you are required to have eight personally enrolled qualified SMR's they cannot all be on one team. Both teams must have at least one.)

	<b>SALES ASSOCIATE (SA)</b>	<b>MARKETING REPRESENTATIVE (MR)</b>	<b>SENIOR MARKETING REPRESENTATIVE (SMR)</b>	<b>AREA DIRECTOR (AD)</b>	<b>REGIONAL DIRECTOR (RD)</b>	<b>NATIONAL DIRECTOR (ND)</b>
<b>MONTHLY QUALIFICATION FOR COMMISSIONS</b>	None	\$100 (Autoship) \$150 (Other)	\$100 (Autoship) \$150 (Other)	\$100 (Autoship) \$150 (Other)	\$150 Autoship Required	\$200 Autoship Required
<b>10% COMMISSION WEAK TEAM GROUP VOLUME</b>	_____	Yes	Yes	Yes	Yes	Yes
<b>LEADERSHIP PAY 10% INCREASE IN COMMISSION PAY</b>	_____	_____	Yes	Yes	Yes	Yes
<b>LEADERSHIP PAY 20% INCREASE IN COMMISSION PAY</b>	_____	_____	_____	Yes	Yes	Yes
<b>50% MANAGEMENT PAY</b>	_____	_____	_____	_____	Yes	Yes
<b>100% MANAGEMENT PAY</b>	_____	_____	_____	_____	_____	Yes
<b>MAXIMUM COMMISSION PAY 10% WEAK TEAM GROUP VOLUME</b>	None	\$500 daily \$2,500 Weekly	\$500 daily \$2,500 Weekly	\$500 daily \$2,500 Weekly	\$500 daily \$2,500 Weekly	\$500 daily \$2,500 Weekly
<b>MAXIMUM LEADERSHIP PAY</b>	None	None	\$50 daily \$250 Weekly	\$100 daily \$500 Weekly	\$100 daily \$500 Weekly	\$100 daily \$500 Weekly
<b>MAXIMUM MANAGEMENT PAY</b>	None	None	None	None	\$1500 per week X each personally enrolled Independent Representative	\$3000 per week X each personally enrolled Independent Representative
<b>MAXIMUM RETAIL COMMISSIONS</b>	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited

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## QuickStart Bonus

The Quickstart Bonus is paid to an Independent Representative (at any level, including an SA) when they enroll a new Independent Representative who purchases a Quickstart Kit for \$495.00. There are numerous selections of Quickstart Kits available, with an assortment of products designed to “Quickstart” your business.

The Quickstart Bonus is also paid ANYTIME a personally enrolled Independent Representative orders a Quickstart Kit or as MANY times as they order a Quickstart Kit. In other words, Quickstart Kits are a great way to replenish stock both for personal use and resale. They are conveniently packaged with most popular products and pay bonus each time to the Enroller and the Sponsor.

A Quickstart Bonus is paid when a Quickstart Kit is ordered. The Enroller is paid \$100.00. Quickstart Bonus is not paid when an Independent Representative (new or otherwise) orders \$495.00 or more in product that is not pre-packaged in a Quickstart Kit.

When a Quickstart Kit is ordered for \$495.00, \$300.00 in Group Volume pays upline. When an Independent Representative (new or otherwise) orders \$495.00 or more products that is not packaged in a Quickstart kit, the full value is paid upline.

## Preferred Customer Program

The Preferred Customer program is designed for your customers that want to buy InnerLight products at a discounted price, but are not interested in becoming Sales Associates. A Preferred Customer must fill out a Preferred Customer application, which will place them in your sales organization at a location of your choosing on one of your Teams. A Preferred Customer is required to be enrolled in an auto-shipment, but there is no minimum requirement as to the cost.

The Preferred Customer will be allowed to buy at 10% off of the retail price and the Company will send you the difference between wholesale and the Preferred Customer Price each week. In addition, the purchases they make will accumulate as Group Volume and can pay you again in your weak team/strong team commission/leadership pay.

If a Preferred Customer decides to become a Sales Associate they will be required to fill out a Sales Independent Representative application and purchases a Business Kit.

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## Rules and Qualifications

This section of the Compensation Plan sets out the terms necessary for obtaining and maintaining Qualification for your position. You must comply with the following Qualification Rules in order to receive commissions on the Business Builder Income and Long-Term Residual Income portions of the Company Compensation Plan.

### **Compliance Rule...**

The purchase of wholesale products will be automatically modified to comply with any exemption requirements set forth in any state's law regulating business opportunities. For any states that have initial product limitations, PV requirements will automatically be adjusted to be in compliance.

### **Group Volume Rule...**

As long as you remain Qualified, volume accumulates week to week in the Compensation Plan. If you lose Qualification, after six months any existing volume will be purged.

### **Personal Volume Rule...**

In the Company Compensation Plan, you must maintain a minimum amount of PV or GV monthly.

This begins; (i) the month immediately following the date that the IR enters the business, or (ii) the month following the promotion to a new Leadership Position.

### **Retail Sales Rule...**

You must make a minimum of five retail sales per month to five different non-participating retail customers. You are required to maintain all retail sales slips for one year. From time to time, the Company may require, through an audit process, a copy of your receipts

### **Seventy (70%) Rule...**

Before you can purchase additional products to Qualify for commissions as an IR, you must sell at least 70% of all the products that you have previously purchased.

### **Management Match...**

Independent Representative Management Pay amount will not exceed the amount of standard and leadership commission for each personally enrolled IR.

### **Company Payout...**

Company's maximum payout will not exceed 50%.

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